

**DETERMINATION AND FINDINGS  
FOR  
SOLE SOURCE PROCUREMENT**

**CONTRACT NO:** DCEB-2015-C-2002

**CAPTION:** Efforts to Outcomes™ (ETO) Software Tracking System

**PROPOSED CONTRACTOR:** Social Solutions, Inc.

**PROGRAM AGENCY:** Office of the Deputy Mayor for Planning and Economic Development (DMPED)

**FINDINGS**

**1. AUTHORIZATION:**

D.C. Official Code § 2-354.04, 27 DCMR 1304, 1700 and 1701

**2. MINIMUM NEED:**

The Government of the District of Columbia, Office of the Deputy Mayor for Planning and Economic Development (DMPED), New Communities Initiative (NCI), has a minimum need for a contractor to provide a software tracking systems that will assist service providers in documenting the comprehensive services provided to more than four hundred households in the District through an electronic case management specific database. The proposed term for the contract is one year from the date of award with four (4) one-year options.

**3. ESTIMATED REASONABLE PRICE:**

The estimated fair and reasonable price to provide the required services during the Contract shall be in the estimated amount of \$57,600.00. The price is determined to be fair and reasonable, based on the fact that Social Solutions is the developer of Efforts to Outcomes™ performance tracking software, and offers the software on its GSA Federal Supply Schedule Contract No. GS-35F-130BA, at prices that are consistent with those previously negotiated by the Federal government.

**4. FACTORS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:**

- A. New Communities Initiative (NCI) will undergo a program innovation during Fiscal Year 2015 in an effort to establish a model utilizing measurable benchmarks and outcomes. NCI currently utilizes Tracking-At-A-Glance database, proprietary software offered by Designing Success, Inc. NCI has determined that this software tracking system will not be able to meet its performance tracking requirements over the next fiscal year and beyond.
- B. Through outreach to Urban Strategies, a comparable public entity that has similar performance tracking requirements, New Communities was introduced to Efforts to Outcomes™ (ETO) performance tracking software developed and offered by Social Solutions. New Communities program staff visited Social Solutions, for a software demonstration which showed that the software met New Communities' current and future software requirements, including the capacity

to measure outcomes; the capability to add users without additional cost; the capacity to add additional organizations and agencies at no additional cost; custom implementation including necessary modules; the capability to measure percentage of work performed; and the capability to measure the percentage of self-sufficiency gains.

- C. ETO Impact is the leading cloud-based software solution for human service providers who need to securely track, share and provide de-identified reports on confidential participant information as well as track referrals to other programs or even other organizations. Tiered security at the user and program level allows for access to and even visibility of confidential records by appropriate staff only.
- D. Social Solutions is the developer and distributor of Efforts to Outcomes (ETO) <sup>TM</sup> performance tracking software. The Contracts and Procurement staff performed an online marketing research and determined that ETO is a proprietary software product and therefore, not produced or offered by any other contractor. Furthermore, program officials have certified that the ETO software is the only known tracking system able to meet its minimum needs.

## **5. CERTIFICATION BY AGENCY HEAD:**

I hereby certify that the above findings are true, correct and complete.

\_\_\_\_\_  
Date

\_\_\_\_\_  
M. Jeffrey Miller, Interim Deputy Mayor

## **6. CERTIFICATION BY CONTRACT SPECIALIST**

I hereby certify that the above findings are true and correct to the best of my knowledge. Further, I certify that the notice of intent to award a sole source contract was published in accordance with 27 DCMR 1304 and that no response was received.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Lindel Reid, CPPB  
Senior Contract Specialist

## **DETERMINATION**

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive bidding process under either Section 402 or 403 of the District of Columbia Procurement Practice Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code §2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the sole source method of procurement.

\_\_\_\_\_  
Date

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Jacque McDonald, CPPO, CPPB, SPSM, MBA, MST  
Director, Contracts, Procurement and Grants